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Message Text

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PAGE 01 KUWAIT 01698 090754Z

21
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 SP-02 USIA-06 AID-05 EB-07

NSC-05 CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01

CIAE-00 INR-07 NSAE-00 XMB-02 /079 W
---------- 123558
R 081141Z APR 76
FM AMEMBASSSY KUWAIT
TO SECSTATE WASHDC 5089
USDOC WASHDC
INFO AMEMBASSY ATHENS
AMEMBASSY JIDDA
AMEMBASSY TEHRAN

C O N F I D E N T I A L KUWAIT 1698

ATHENS FOR RTDO

E.O. 11652: GDS
TAGS: ETRD, BEXP, ECRE, BENC KU
SUBJ: BIDDING ON NEW KUWAIT FUND BUILDING

REF: 75 KUWAIT 4758

BEGIN LIMITED OFFICIAL USE

1. EMBASSY HAS LEARNED THATTWO US FIRMS, FRUIN-COLNON AND TITAN CONSTRUCTION, WERE HIGHEST BIDDERS IN COMPETITION FOR CONSTRUCTION OF NEW 16 STOREY KUWAIT FUND HEADQUARTERS BUILDING. LOWEST BID WAS BY ITALIAN FIRM AT APPROXIMATELY $31 MILLION. BOTH US BIDS AP-PROACHED $55 MILLION. APPARENTLY, HIGH LABOR COSTS WERE MAIN DIF-FERENCE IN BID FIGURES, ALTHOUGH FRUIN-COLNON HAS JOINT VENTURE HERE WITH LARGE, EXPERIENCED KUWAITI CONTRACTOR. SOURCES INVOLVED IN REVIEW-

ING BIDS SAY US FIRMS HAVE LITTLE CHANCE OF ACCEPTANCE GIVEN THEIR HIGH PRICES, ALTHOUGH ADDITIONAL NEGOTIATIONS WITH ITALIANS WILL ALSO BE NECESSARY.
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PAGE 02 KUWAIT 01698 090754Z

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2. COMMENT: KNOWLEDGEABLE SOURCES HAVE CONFIDED TO US THAT IT-
ALIAN COMPANY THAT SUBMITTED LOW BID LISTED PEOPLE FROM US FIRM
AS ON-SITE MANAGERS. US COMPANY INVOLVED ALREADY HERE IN CONNECTION
WITH OTHER CONSTRUCTION ACTIVITY. THERE IS SOME SPECULATION THAT
US FIRM RELATIONSHIP WITH ITALIAN COMPANY IS RELATED WITH ATTEMPTS
AVOID BOYCOTT PROBLEMS. THOUGH THIS IS SIMPLY HEARSAY WE CONSIDER IT
POSSIBLY SIGNIFICANT IF TRUE.
MAU

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, BUSINESS FIRMS, PROPOSALS (BID), CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 08 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
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Film Number: D760134-0738
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Handling Restrictions: n/a
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TAGS: ETRD, BEXP, ECRE, BENC, KU, FRUIN-COLNON, TITAN CONSTRUCTION
To: STATE COM
Type: TE
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